



Scene...in a flash

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LEGISLATION NEWS

House Committee Votes to Stop EPA Lead Rule Enforcement Without Reliable Test Kit

Because of the efforts of the NLA members who lobbied their Congress people and other building materials dealers nationwide, the House Appropriations Committee adopted an amendment to the 2012 budget, prohibiting the U.S. Environmental Protection Agency from enforcing its Lead: Renovation, Repair and Painting (LRRP) Rule until the agency approves a reliable lead test kit as mandated by the agency's own regulations.

The NLBMDA-supported amendment was sponsored by Rep. Denny Rehberg (R-MT) and was approved by a committee voice vote. When EPA implemented the final LRRP Rule, the agency was supposed to have approved a commercially-available lead test kit which produced no more than ten percent false positives and five percent false negatives. As of today, no such kit is available on the market and some new kits produce false positives as high as 60 percent of the time. The Rehberg Amendment would lift the burden of LRRP compliance and its costs from thousands of consumers in homes that otherwise would have tested negative.

Wisconsin's Change to Concealed Carry and Options for Business Owners

Both Houses of the Wisconsin legislature have passed a measure allowing trained individuals with a permit to carry concealed firearms in public places. Governor Walker will sign the bill and it will become effective in Wisconsin on November 1, 2011.

Under the new law, business owners will have the right to prohibit concealed weapons in their stores and also in company-owned vehicles. Businesses choosing to prohibit concealed weapons will need to post a sign at all entrances to their establishments, notifying people of their restriction. The impending new law allows employees to conceal a weapon in their personal vehicle, even if that vehicle is used for work-related activities or is parked on company property. The law does not create or impose any new liability. Therefore, businesses that choose to allow employees who have gone through training and have a permit to carry concealed weapons are to be immune from any liability arising from that decision.

To see a list of FAQ's on the impending new Wisconsin law, [click here](#). MHA will continue to keep members informed as more information becomes available.

(Source: Midwest Hardware Association, eHELPS newsletter, July 8, 2011)

PROFESSIONAL DEVELOPMENT

Professional Development Schedule for Coming Year Begins to Take Shape

Several classes have been put on the professional development calendar for the upcoming season, so mark your calendar and start thinking about who should attend. So far we have:

December 8-9, 2011, "Sales Boot Camp" with Rick Davis in Stevens Point, Wisconsin
January 25-26, 2012, "Project Estimating" with Gary Thompson, TBD in Wisconsin
March 20-21, 2012, "Project Estimating with Gary Thompson, Minneapolis/St. Paul metro area

Construction Supply Data

Is the Goal of "ZERO Incidents" Possible?

Credit Card Batch Tip

Classified Ads

Help Wanted

Lumberyard assistant manager for Rasmussen Lumber Co. in Manning, Iowa. Possible advancement to manager in a few years. Contact Jason Rasmussen (712)830-5918 for more details.

Help Wanted

Building Products Inc. of Iowa is a wholesale building materials and millwork distributor located in Waterloo. We are seeking an experienced individual to hire as a light commercial/millwork estimator. The ideal candidate would have 5+ years experience in light commercial estimating. Compensation includes base salary, productivity and benefits. We are an equal opportunity employer.

Please send a letter of interest with your resume and salary requirements to: PO Box 210, Waterloo, Iowa, 50704 or HumanResources@bpiofia.com.

Yard For Sale

Medium Sized Lumberyard-Building Center in South Central Minnesota. Great ag and contractor clientele. Countryside Building Center, Madelia, MN.

Contact Wes Vogt Yard: (507) 642-3201 Cell: (507) 230-0064

For Sale

M & P retail lumberyard for sale in Northern Minnesota. For more information, please contact bstoll@nlassn.org and reference #112

Gary Thompson has added a new feature to his 2-day class. During the last part of the second day, students work in small groups on roof estimating projects that they bring from their companies with the instructor's help. This was done at his May 2011 class and the immediate application was beneficial for students to understand what they were taught.

Time to start planning for winter!

Taste of the Roundtable - Don't Miss It!

Registrations are coming in for the new Taste of the Roundtable seminar, "Market Share Potential Analysis," with Ken Wilbanks. This seminar will be held in four cities from 9:00 am to 12:00 noon, with a registration price of \$50. This is made possible by our generous sponsors:

Mon, Aug 15 - La Crosse, WI
Amerhart, West Salem, WI



Tues, Aug 16 - Marion, IA (near Cedar Rapids)
Guardian Building Products, Marion, IA



Wed, Aug 17 - Omaha/Lincoln, NE
Central Lumber Sales, Inc., Lincoln, NE



Thurs, Aug 18 - Watertown, SD
Building Products, Inc., Watertown, SD



This seminar will also give you an idea of what goes on at NLA's roundtables. Click [HERE](#) for a brochure with complete details on locations, contents, and registration, or contact Suzanne Lechtman, (800) 469-8744, slechtman@nlassn.org, to have a copy sent or faxed.

CONVENTIONS

Trade Show Information on the Web

In addition to the new Marketing Guide recently sent to Associate members and past exhibitors, NLA has also revamped the Trade Show section on the web site! This new format is extremely easy to navigate and provides all the important information and forms needed for each of the upcoming 2012 trade shows in Hinckley, Wisconsin Dells, West Des Moines, and La Vista. In addition, the Exhibitor Services Kit information that is usually posted on the web site each fall is on the web site NOW, including hotel reservation information, booth worker forms, exhibitor décor kits, and more.

Visit www.nlassn.org and click on the Trade Show tab on the home page to learn all about each of the shows. If you have any questions that the web site does not answer, please call Jodie Fleck at (800)896-5134 or email jfleck@nlassn.org.

2012 Suppliers Marketing Guide

The 2012 Marketing Guide for suppliers, distributors and manufacturers has been published. The guide was mailed out in late July to all Associate members. It includes information on the Expo, Wisconsin, Iowa, and Nebraska Conventions (show dates, floor plans, booth sign up forms and exposure packages). Included with the guide is the 2011-2012 Associate Member Dues Form. Please note that your dues must be paid for 2011-2012 prior to receiving member booth pricing. The dues rates published are available until September 30, 2011.

New to the 2012 Marketing Guide are NLA's unique Sponsorship and Advertising opportunities. Sponsorships have now been established to support key areas of NLA such as Special Events,

What's Coming Up

August 24, 2011

Southwestern Wisconsin
Golf Outing
Fennimore, WI

September 16-17, 2011

NLA Executive Committee Meeting
NLA-NLI Board Meeting
Storm Lake, IA

September 19, 2011

Wisconsin Grown County Lumber
Dealers/District II Golf Outing
Wrightstown, WI

September 27, 2011

Iowa Fall Golf Outing
Panora, IA

September 29, 2011

Nebraska Sporting Clay
Brainard, NE

October 5-17, 2011

GÄSI Mill Tour
Germany, Austria, Slovenia, Italy

October 21, 2011

FLL - Iowa Chapter
Cedar Rapids, IA

October 26-28, 2011

NLBMDA Industry Summit
San Antonio, TX

November 3, 2011

FLL - Wisconsin Chapter
Stevens Point, WI

January 9-10, 2012

Northwestern Building Products
Expo
Hinckley, MN

February 8-9, 2012

Wisconsin Lumber Dealers
Convention
Wisconsin Dells, WI

February 23-24, 2012

Iowa Lumber Convention
West Des Moines, IA

Mark 8, 2012

Nebraska Lumber Dealers
Convention
La Vista, NE

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Professional Development and Future Lumber Leaders. Please take a look at each of the opportunities and support the dealers that support you and your business.

Advertise in one of NLA's publications. Advertising opportunities are currently available in the Building Products CONNECTION magazine, the 2012 Dealer Reference Manual & Buyers Guide and the SCENE... in a Flash newsletter. Take advantage of these unique offerings and let NLA help you reach your target market.

For information on the 2012 Marketing Guide or to receive a copy, please contact Jodie Fleck at (800) 896-5134 or Cody Nuernberg at (800) 896-5130.

Reach out to 1,200 monthly with your ad here!

Contact Betsy today! Call
(763) 295-5420 or click [HERE](#) to email her.

MEMBER SERVICES

2012 Dealer Reference Manual & Buyers Guide

Updates for the 2012 Dealer Reference Manual & Buyers Guide (DRM) are now being solicited. Company information reports were mailed out the last week of July for review and submission.

The DRM is the most comprehensive listing of retail lumber and building material dealers and suppliers in our territory. Dealers continually use the DRM to find new products and suppliers to do business with.

Dealers & Suppliers - Please review your company/staff information, make corrections and return your listing information via fax to NLA by September 30, 2011.

Suppliers ONLY - Click [HERE](#) for the 2012 Rate Card and Advertising Agreement. Please review the enhanced listing options available. All associate members receive a "Basic Listing" that will appear in the 2012 directory. If you wish to further market your company and products, please select the "Enhanced Listing" or the "Display Advertisement" listing option. With an "Enhanced" or "Display" listing, you may list your sales representatives, branch offices, products and the trade names that your company represents. Pricing is included on the Rate Card.

For questions regarding the DRM, please contact Cody Nuernberg at (800) 896-5130 or cnuernberg@nlassn.org. For questions regarding advertising opportunities, please contact Betsy Pierre at (763) 295-5420 or betsy@pierreproductions.com.

ProSales Launches New Survey on A/R, Banking Relations

Are you getting paid more slowly this year than last? Are relations with your key banks changing- perhaps for the worse? And are other dealers having the same problems? You can help get a sense of the state of things by taking part in ProSales' annual survey on accounts receivable and banking relations. It takes no more than 10 minutes to complete, and all dealers that participate will get the statistical results as well as the invaluable written comments. And the more companies that take part, the more likely it will be that you can get results for your region as well as for the country.

To take part, click <https://www.surveymonkey.com/s/C6PGSZD>

ProSales will collect results through Tuesday night, Aug. 16. Questions? Contact ProSales editor Craig Webb at cwebb@hanleywood.com.

SPECIAL EVENTS

Upcoming Special Events

Southwestern Wisconsin Golf Outing

Wednesday, August 24 at Hickory Grove Golf Course, Fennimore, Wisconsin
Registration: 11:30 am
Tee Time: 12:00 pm/Noon (Shotgun Start-Best Ball)
Dinner: 5:00 pm

Golf includes 18 holes with cart, flags, and prizes
Dinner: Grilled sirloin, choice of potato, salad, and coffee

Golf & Dinner Price: \$50.00
Dinner Only Price: \$20.00
Golf Only Price: \$30.00

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Fax (763) 595-4060

For more information and a registration form, contact Jim Kolenberg, Jim's Building Center at (608) 822-3741.



48th Annual Brown County Lumber Dealer & Wisconsin District II Golf Outing

Monday, September 19 at the Royal St. Patrick Golf Link, Wrightstown, Wisconsin
Tee Time: 12:00 pm/Noon (Individual Play)
Includes 18 holes with cart and BBQ dinner
\$55.00 per person

For more information, contact Tom Glaser, Equalizer Products Division of Bay Lakes Mfg. Inc. at (920) 434-0881.

Iowa Fall Golf Outing

Tuesday, September 27 at Lake Panorama National Golf Course
5071 Clover Ridge Road, Panora, Iowa (800) 879-1917
www.lakepanoramanational.com

Tee Time: 12:30 pm
Includes green fees with cart, drink tickets, dinner, awards, and prizes
Members: \$70.00 per person (\$260.00 per four person team)

Click **HERE** for registration form. For more information, contact Guy Marzano, Northwestern Lumber Association, (800) 896-5140 or gmarzano@nlassn.org.

Nebraska Sporting Clay

Thursday, September 29 at Oak Creek Sporting Club
2890 W Road, Brainard, NE (402) 545-3111
www.oak-creek-club.com

Start Time: 9:00 am
Includes 100 targets, coffee and rolls, lunch, shotgun raffle, side games, awards, and prizes

Members: \$60.00 per person

Click **HERE** for registration form. For more information, contact Guy Marzano, Northwestern Lumber Association, (800) 896-5140 or gmarzano@nlassn.org.

Thank You to Our Sponsors for Both the Iowa and Nebraska Events:

[Bayer Built Woodworks, Inc.](#)
[Builders Insurance Group, Inc.](#)
[Building Products, Inc.](#)
[The Empire Company, Inc.](#)
[Federated Insurance](#)
[Guardian Building Products](#)
[Hawkeye Building Distributors](#)
[Midland Garage Door Manufacturing Co.](#)

Thank You to Our Additional Sponsors for the Iowa Fall Golf Outing:

[J. B. O'Meara Company](#)
[Key Wholesale Building Products, Inc.](#)

Thank You to Our Additional Sponsors for the Nebraska Sporting Clay:

[Central Lumber Sales, Inc.](#)
[Hardman Wholesale Company](#)
[Roberts & Dybdahl, Inc.](#)
[Shelter Distribution, Inc.](#)
[Sprenger Midwest, Inc.](#)

See the Twins and Support the NLA Scholarship

Enjoy the sights, sounds and food at Target Field (described as the best sports venue in North America) as the Minnesota Twins host the Seattle Mariners at 7:10 pm on Wednesday, September 21st. For even more fun, tailgate with colleagues and friends at the NLA office prior to the game.



Help students at the University of Minnesota Department of Bioscience and Biosystems Engineering (BBE), which trains people in wood science, industry management, and marketing. After graduation, many of these students are hired by companies in the lumber and building products industry. From each adult ticket, \$25.00 will go toward the scholarship fund for this program. If you cannot attend the game, please consider making a generous donation to this worthwhile cause.

Click [HERE](#) for a registration/donation form. Final ticket sales deadline is August 26th. However, this is expected to be a sellout so get your seats early!

For questions, contact Guy Marzano at (800) 896-5140 or gmarzano@nlassn.org.

La Crosse Loggers Baseball

The Future Lumber Leaders (Wisconsin Chapter) invite you to join them when the La Crosse Loggers Baseball Team hosts the Waterloo Bucks on Friday, August 12th at 7:05 pm at La Crosse Logger Park. The package includes admission to a special seating area, food (two brats, two burgers, two hot dogs, or one of each), soda, and beer. Price is only \$27.00 per person. For tickets, please call Kirby Brekke of Firestone Metal Products at (608)317-4554 before Friday, August 5th.



Don't miss your chance to get together with colleagues and friends and have some fun!

2011 GASI Mill Tour

What will you be doing this October? Will you be taking in the breathtaking views of the Bavarian, Austrian, and Julian Alps? Or touring castles, caves, forests, and canals of Europe? Or how about visiting the timber processing plants and learning the harvesting and construction processes of locations thousands of miles away? If these things aren't on your current agenda, they can be!

We still have a few seats open for our Germany-Austria-Slovenia-Italy (GASI) Tour this October. This is an opportunity you won't want to miss so hurry; the tour kicks off in only two months! Call Jodie at the NLA office at (800)896-5134 for the trip details.

Future Lumber Leaders Fall Meetings

Iowa Chapter
Friday, October 21, 2011
Longbranch Hotel and Convention Center - Cedar Rapids, IA

Wisconsin Chapter
Thursday, November 3, 2011
Holiday Inn - Stevens Point, WI

For more information, contact Guy Marzano at (800) 896-5140 or gmarzano@nlassn.org.

MISCELLANEOUS NEWS

NLA Board Member Ballots

Ballots for the election of new board members for the Northwestern Lumber Association will be distributed by Friday, August 12th. Please complete your ballot and fax it back to the NLA office by Friday, August 19th to (763) 595-4060 or mail it to: NLA, 5905 Golden Valley Road, Suite 110, Minneapolis, MN 55422. (Must be postmarked by August 19th). Thank you!

Foreclosures and Delinquencies in Rural Areas

A recent article from the Federal Reserve reports from our region (Ninth District) the number of delinquencies and foreclosures in urban and rural areas. A snapshot of the mortgage performance in the Upper Peninsula, Michigan, shows they are following trends found in other parts of the country. Click [HERE](#) for the entire story.

Construction Supply Data

Industry consultant Greg Brooks publishes a monthly circular *This Month in Construction Supply*. Click [HERE](#) for the latest edition.

TIPS AND TIDBITS

Is the Goal of "ZERO Incidents" Possible?

Each year many companies set the goal of having no more than "X" injuries. Some companies then begin to question that goal since it seems to say that they are willing to tolerate employees getting hurt on the job. If you accept a target goal other than zero, then you are willing to accept some level of incidents happening in the company.

Click [HERE](#) for full article.

Credit Card Batch Tip

We can ALL learn from each other! Recently, an NLA retail member experienced somewhat of a surprise from the credit card company when they did not send in the batches on the same day they were processed. This resulted in unexpected fees from the credit card company. To avoid these unnecessary credit card processing fees, make sure to send in your batches every day that you have credit card transactions.

A wise man will make more opportunities than he finds.
Francis Bacon

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